
From: Robert Krukowski [/O=REGENERON/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=ROBERT.KRUKOWSKI]
Sent: Thursday, January 03, 2013 8:28:46 PM
To: Cathy Casey
CC: Robert Davis
Subject: CDF AMD fund
Attachments: Regeneron Projections 2013.xlsx.xlsx

Hi Cathy

I just wanted to give you an update following our 1pm meeting with had with Bob D today regarding CDF funding. As you can see below from the email CDF sent Bil right before we left for break the additional \$2.5 mil we were planning on funding in Q1 was not enough based up the current number of EYLEA patients CDF has already rolled over and enrolled for 2013. During the meeting Bil did an excellent job presenting the attached analysis on why we need to up our funding in Q1 significantly and made Bob T aware that we potentially need ~\$25Mil to adequately fund our patient responsibility for 2013. Bob T was complimented him as well and wanted to keep a copy of this to review with "the boys", I am assuming Len and Murray to see if we can get \$10mil to fund for Q1.

We will see where we end up but it was great to see Bob T finally understand what our total funding commitment will be for CDF this year and seem in agreement. Next week when you are in I will have Bil sit down with you to review this in more detail so you fully understand the numbers.

Thanks

Rob

From: Clorinda Walley <cwalley@cdfund.org>
Date: December 19, 2012, 6:50:16 PM EST
To: William Daniels <william.daniels@regeneron.com>
Cc: Mike Banigan <mbanigan@cdfund.org>
Subject: AMD Fund

Hi Bil,

As discussed, Chronic Disease Fund is committed to being effective and efficient with every dollar donated to us. We solicit funds based upon projected need as determined by historical utilization and projected growth. The AMD program has a very high utilization rate and without adequate funding Chronic Disease Fund will run out of funding for new patients. As you are aware, we fund our renewal patients first then new patients in accordance with the first come, first served requirement.

Regeneron's commitment to donate \$2.5 million in January is very generous and very much appreciated. However, these dollars are not sufficient to keep the program open through January. Mike and I would be happy to meet with your internal team to review and discuss the projections as soon as you are available.

Once again, Chronic Disease Fund appreciates your partnership and looks forward to the opportunity to further discuss this with you.

Kindest Regards,

Clorinda

Clorinda Walley
Executive Director

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Chronic Disease Fund Request & Rationale

CDF DTPA 2012 91%

AMD Cancellation Rate 20%

Projected Growth Rate by Disease

AMD 0%

Total New Patient Funding Needed \$ 19,542,857

Total Existing \$ 14,498,462

Total Projected Funding Needed \$ 34,041,319

	Rollover Patients Estimated Renewals	Projected New Patients by Quarter 2013			
		1st	2nd	3rd	4th
<u>Age Related Macular Degeneration Patients</u>	6,200	2,500	2,500	2,400	2,100
AMD 1 -Projected Funding Per Patient	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250
AMD 2 -Projected Funding Per Patient	\$ 2,750	\$ 2,750	\$ 2,750	\$ 2,750	\$ 2,750
Projected Funding By Quarter	\$ 18,123,077	\$ 6,428,571	\$ 6,428,571	\$ 6,171,429	\$ 5,400,000
Cancellation	\$ 3,624,615	\$ 1,285,714	\$ 1,285,714	\$ 1,234,286	\$ 1,080,000
Projected Funding Needed By Quarter		\$ 5,142,857	\$ 5,142,857	\$ 4,937,143	\$ 4,320,000
Projected CY Funding	\$ 18,123,077	\$ 24,428,571			
Projected CY Funding Minus Cancellations	\$ 14,498,462	\$ 19,542,857			

Regeneron Modified Estimate of CDF Need

CDF Quoted Population 30,000

Estimated Market Share 30%

Regeneron Patient Share 9,000

Total New Patient Funding Needed \$ 15,665,934

Total Existing \$ 7,194,725

Total Projected Funding Needed \$ 22,860,659

Sales New \$ 79,920,000

Sales Existing \$ 36,704,000

Total \$ 116,624,000

	Rollover Patients Estimated Renewals	Sales for Estimated Renewals
<u>Age Related Macular Degeneration Patients</u>	6,200	6,200
Average copay	\$330	\$1,850
Average rollover cost (4x)	\$1,320	\$7,400
Projected Funding Needed	\$8,993,407	\$45,880,000
Cancellation	\$1,798,681	\$9,176,000
Projected Renewal Funding	\$8,993,407	\$45,880,000
Projected CY Funding Minus Cancellations	\$7,194,725	\$36,704,000

Regeneron New Patients Modified Estimate	New Patients Modified Estimate	Sales for Modified Estimate
<u>Age Related Macular Degeneration Patients</u>	9,000	9,000
average copay	\$330	\$1,850
average rollover cost (6x)	\$1,980	\$11,100
Projected Funding Needed	\$19,582,418	\$99,900,000
Cancellation	\$3,916,484	\$19,980,000
Projected Renewal Funding	\$19,582,418	\$99,900,000
Projected CY Funding Minus Cancellations	\$15,665,934	\$79,920,000